



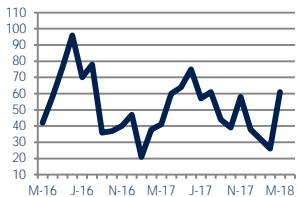
Focus On: Potomac Housing Market

March 2018

Zip Code(s): 20854

Units Sold

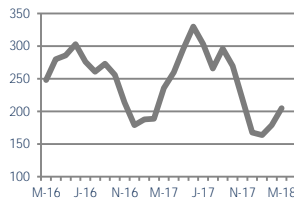
61



Up
Vs. Year Ago

Active Inventory

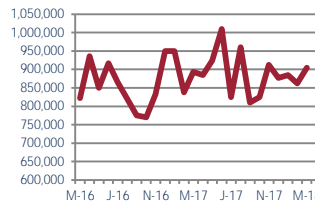
205



Down -13%
Vs. Year Ago

Median Sale Price

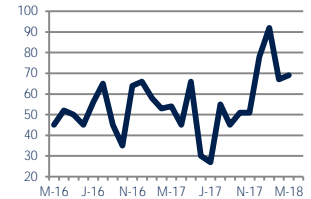
\$905,000



Up 1%
Vs. Year Ago

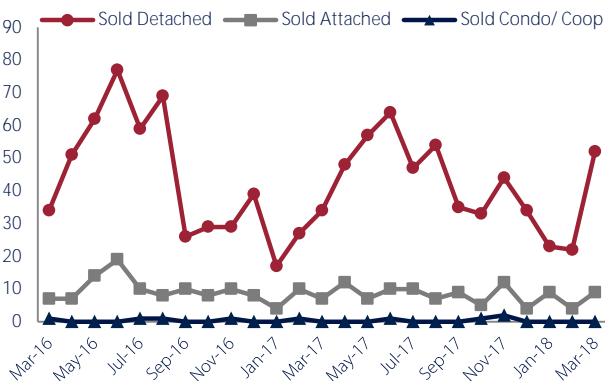
Days On Market

69



Up 28%
Vs. Year Ago

Units Sold*



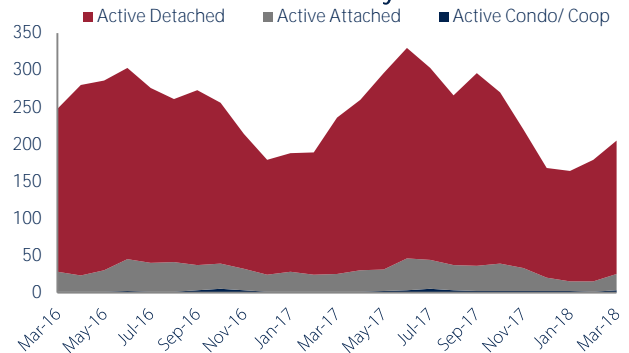
Units Sold

There was an increase in total units sold in March, with 61 sold this month in Potomac. This month's total units sold was higher than at this time last year.

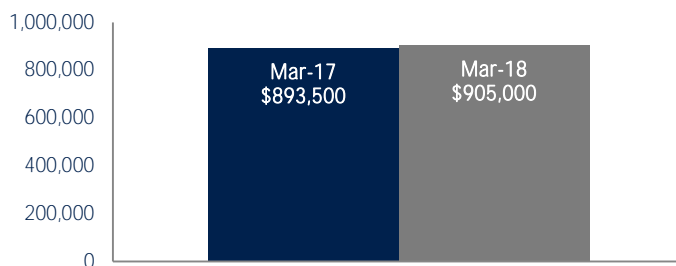
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 13%. The total number of active inventory this March was 205 compared to 236 in March 2017. This month's total of 205 is higher than the previous month's total supply of available inventory of 179, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Potomac Homes was \$893,500. This March, the median sale price was \$905,000, an increase of 1% or \$11,500 compared to last year. The current median sold price is 5% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Potomac are defined as properties listed in zip code/s 20854.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





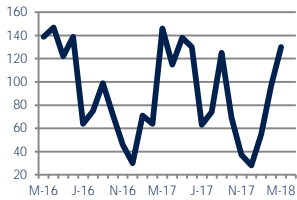
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March 2018

Zip Code(s): 20854

New Listings

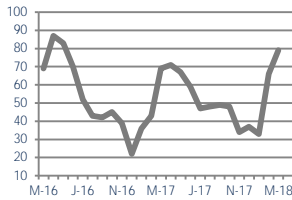
130



Down -11%
Vs. Year Ago

Current Contracts

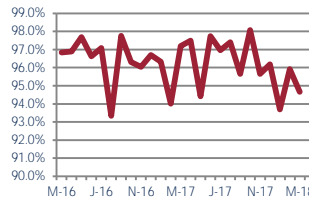
79



Up 14%
Vs. Year Ago

Sold Vs. List Price

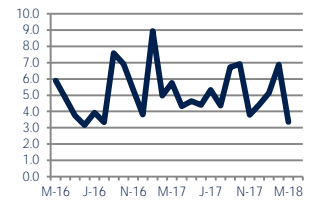
94.7%



Down -2.6%
Vs. Year Ago

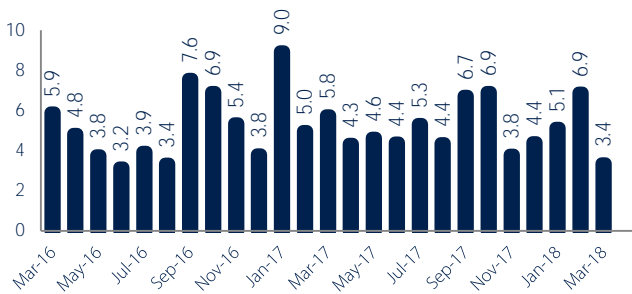
Months of Supply

3.4



Down -42%
Vs. Year Ago

Months Of Supply



Months of Supply

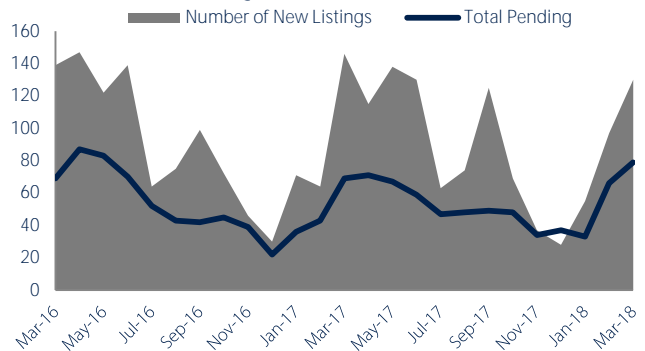
In March, there was 3.4 months of supply available in Potomac, compared to 5.8 in March 2017. That is a decrease of 42% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

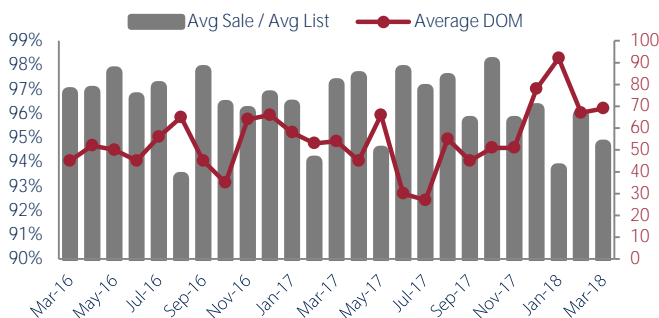
New Listings & Current Contracts

This month there were 130 homes newly listed for sale in Potomac compared to 146 in March 2017, a decrease of 11%. There were 79 current contracts pending sale this March compared to 69 a year ago. The number of current contracts is 14% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Potomac was 94.7% of the average list price, which is 2.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 69, higher than the average last year, which was 54, an increase of 28%.



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